



The FADPA's 63rd Annual Meeting



GRAND HYATT BAHA MAR
Bahamas April 4-7, 2024

Guest Lecturers Bill Barrett, Esq. and Casey Gocel, Esq.

Friday – Pain-Free Dental Deals
Saturday – DSO Decision: Winning Answers from Every Angle
With Mastermind Sessions each day



Planned Activities:

Pickleball, Tennis, Golf, & Fishing
Catamaran Sunset Cruise
Dinner Dance

One-of-a-Kind Resort:

Beautiful spaces at beach and poolside
Kids Club & Baha Bay Waterpark
Dining options from elegant to beachy-fun

Registration is Open!

Get your passports ready and register today!
Scan or visit fadpa.org.



GRAND HYATT BAHA MAR April 4-7, 2024



The FADPA 2024 Meeting Schedule

Thursday, April 4, 2024

Welcome Reception

6:00 p.m. – 7:00 p.m.

Members, guests, and spouses will gather to enjoy wine, beer and light hors d'oeuvres prior to dinner on your own.

Friday, April 5, 2024

Breakfast for New Members, Sponsors, Guests of Sponsors & Executive Council

8:00 a.m. – 9:00 a.m.

New Member or Guest doctors have the opportunity to learn more about the organization and meet Active Members of the Academy.

Pain-Free Dental Deals

Bill Barrett, Esq and Casey Gocel, Esq

9:00 a.m. – 12:00 p.m.

Pickleball Party & Tennis

1:00 p.m. – 4:00 p.m.

Master Mind Session with Bill Barrett, Esq

2:00 p.m. – 4:00 p.m.

Discover a deeper dialogue with the speaker for a Q & A Session

Catamaran Sunset Cruise

5:30 p.m. – 7:30 p.m.

Cocktails and light hors d'oeuvres provided.

Saturday, April 6, 2024

District Caucus Breakfast and General Assembly

8:00 a.m. – 9:00 a.m.

Business breakfast meeting for Active and New Members only.

DSO Decision: Winning Answers from Every Angle

Bill Barrett, Esq and Casey Gocel, Esq

9:00 a.m. – 12:00 p.m.

Golf at Royal Blue 1:00 p.m. – 5:00 p.m.

Offshore Fishing 1:00 p.m. – 5:00 p.m.

Master Mind Session with Casey Gocel, Esq

2:00 p.m. – 4:00 p.m.

Discover a deeper dialogue with the speaker for a Q&A Session.

Dinner & Dance

6:30 p.m. cocktails, 7:30 p.m. dinner

Dinner and dancing is followed by an awards presentation, plus installation of new officers and new members. The drawing for the *Dental Education Fund* raffle will take place during this evening.

Dinner/Dance Cost: Member dues and guest tuition include this event; \$175 for spouses, retired members, and other guests. Cash bar available.

Dinner/Dance Attire: It's always summer in the Bahamas, so let's wear summer white resort attire.

Guest Lecturers

Bill Barrett, Esq. is the CEO of the full-service law firm Mandelbaum Barrett PC and Co-Chair of the firm's National Dental Law Group. He is a dental dealmaker who has closed hundreds of transactions across the country and his vision and passion for helping dentists is unmatched. Bill has also translated his experiences into two best-selling books, "Pain Free Dental Deals" and "The DSO Decision: Winning Answer from Every Angle." He is a nationally recognized speaker for events and dental study clubs throughout the country.

Casey Gocel, Esq. is Partner and Co-Chair of the National Dental Law Group at Mandelbaum Barrett PC. Her expertise lies in providing exceptional representation to dentists and dental specialists. She has successfully facilitated numerous nationwide dental practice transitions and advised dentists on crucial business aspects. These experiences have led her to co-author two highly regarded books, "Pain Free Dental Deals" and "The DSO Decision: Winning Answer from Every Angle." These resources have become essential for entrepreneurial dentists in the industry.

Learning and Fun in The Bahamas



Program Descriptions

Pain-Free Dental Deals

Even seasoned dentists can be overwhelmed by a practice purchase, sale, or partnership. Even when appropriately executed, the stakes are high, and unique emotional, financial, and legal issues often arise. This program demystifies the process of buying or selling a practice to uncover the smoothest and most profitable path forward. Attendees gain insights from both sides of the negotiating table. All attendees will also receive a complimentary copy of the best-selling book "Pain-Free Dental Deals."

Learning Objectives:

- Explore the present M&A market and its influence on practice sales.
- Gain insights into why dentists contemplate partnerships, from the viewpoints of both junior and senior dentists.
- Examine crucial deal terms and valuation approaches and recognize the significance of due diligence.
- Comprehend the process of executing deals and the experiences following the completion of transactions.

Dental Education Raffle

Your donation of \$100 to the Academy's *Dental Education Fund* will make you eligible to win a 3-night stay during the 2025 Annual Meeting at The Ritz-Carlton Reynolds, Lake Oconee in Reynolds, Georgia. The FADPA's 64th Annual Meeting will take place April 24-27, 2025.



Registration is Open!

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DSO Decision: Winning Answers from Every Angle

In the dental profession today, many conversations broach the topic of DSOs. There is a lot of information out there, both true and false. There also is a great deal of confusion about what DSOs really do and how they operate. This session provides insight for anyone who is thinking of selling their practice to a DSO, partnering with a DSO, starting a DSO, working for a DSO, or just looking for a better understanding of how DSOs operate and impact the profession. This session also will cover effective strategies to compete with DSOs for those in the quest for the preservation of the private practice of dentistry.

Learning Objectives:

- Examine how to prepare a dental practice for sale to a DSO and effectively negotiate a DSO transaction.
- Develop, explain, and effectively negotiate an employment agreement with a private-equity-backed DSO.
- Analyze the question "should I create my own DSO?" and explain the steps and processes required to do so.
- Understand what Affiliate Groups are and how they can enhance the value of a transition.
- Determine how to effectively compete with private-equity-backed DSOs in the pursuit of the preservation of private practice dentistry.

A Message from FADPA President, Dr. Lee Cohen



Lee R. Cohen, D.D.S., M.S., M.S.
FADPA President

I'm excited to see you all at the 2024 FADPA Annual Meeting held at the amazing Grand Hyatt Baha Mar in the Bahamas! This year our focus is on full family fun and education as well. Baha Mar is a fairly new resort with an incredible list of amenities suited for all ages. This waterfront property offers ocean activities, many incredible dining options, beautiful pools, a cigar lounge owned by Tiger Woods and Justin Thomas, a casino and a new waterpark rivaling any I have seen before (my son is already begging me to attend).

Our meeting agenda has been tweaked to add a few new fun events for all our attendees including a Sunset Catamaran Cruise (with cocktails of course)

and a Pickleball Party! Please make sure to book both of these options quickly as they have limited tickets available on a first come/first serve basis.

This year's theme is CASUAL.... Resort Wear (including shorts) is the dress code for the meeting. Our Dinner Dance is a "White Party" event and not to be missed.

The educational program has been geared towards common themes in our profession, dental transitions and DSO decisions. Please take a moment to look at all the meeting and the property has to offer the entire family. I look forward to seeing you there!

Meeting Details

Meeting Location:

Grand Hyatt Baha Mar, Bahamas
1 Baha Mar Blvd, Nassau, The Bahamas

Room Reservations:

Room reservations can be made by calling the hotel directly 1-242-788-1234 or by visiting <https://www.fadpa.org/reserve>. Cancellation deadline is Wednesday, March 13, 2024. The guestroom rate begins at \$379 per night and is subject to a 21% charge that includes the Cable Beach Resort Association levy, the Nassau Paradise Island Promotion Board levy, and all applicable VATs, subject to change. Additional charges include a Resort Fee plus VAT and a Service Fee. Guests are encouraged to reserve in the East Tower of the property.

The Resort Fee of \$59.00 +VAT per room per day plus applicable tax provides for use of resort activities and amenities. These activities and amenities include:

- Access to the spectacular Baha Bay Waterpark
- Daily Ambassador Flamingo Parade
- Non-motorized water sports which include single & double kayaks, stand up paddle boards, water hammocks and water mats
- ESPA fitness center access
- Complimentary Wi-Fi throughout resort
- Unlimited local calls
- 2 bottles of water replenished daily
- Complimentary sunscreen at all towel huts
- Complimentary beach and pool setup and seating with umbrellas

Meeting Registration:

Pre-register before March 13, 2024, to avoid late fee. It is the policy of the Florida Academy

of Dental Practice Administration to charge an additional \$50.00 fee after the pre-registration date, four weeks prior to the meeting, March 13, 2024.

Refund and Cancellation Policy:

All requests for refunds or cancellations must be made in writing to the FADPA prior to the pre-registration deadline. A cancellation/processing fee of 15% will be charged. No refunds will be provided if cancellation is received after the pre-registration deadline. No refunds will be provided on site. Fishing and other activities are not eligible for a refund after the deadline.

Name Badges & Handouts:

All registered attendees will receive name badges; they will be available for pick-up onsite. If handouts are available, you will receive an email prior to the meeting with a request to download handouts at www.fadpa.org.

Registration is Open!

Get your passports ready and register today! Scan or visit fadpa.org.



Invite a Colleague

Do you know a colleague who would be a great addition to the Academy? Extend them an invitation to attend the upcoming meeting! Scan the QR Code for more details and invitation instructions.



Prepare for Your Trip

Passports Required:

You will need to present your passport when you enter the country, and upon arriving in Nassau Paradise Island, everyone must fill out an immigration form and complete an oral baggage declaration. In some instances, additional paperwork or documentation may be required.

Baha Mar App:

You are encouraged to download the **Experience Baha Mar** app in the Apple Store or Google Play Store. From the app, you can reserve dining, kids' events, and other on-property experiences. Property map is also available within the app.

Concierge and Restaurant Options:

Over 45 dining options are available to choose from! You are encouraged to reserve dining EARLY by visiting, <https://www.hyatt.com/en-US/hotel/thebahamas/grand-hyatt-baha-mar/nasgh/dining>. Dining reservation window opens the first week of January 2024.

